

Message Text

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FM SECSTATE WASHDC

TO AMCONSUL KARACHI PRIORITY

INFO AMEMBASSY ISLAMABAD PRIORITY

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E.O. 11652: GDS

TAGS: BEXP, PK

SUBJECT: CHEMTEX PROPOSAL FOR POLYESTER PLANT

REF: KARACHI 0418

FOR: ALLAN

1. MEPD CONTACTED CHEMTEX TO ASCERTAIN COMPANY PLANS WITH REGARD TO INFO CONTAINED REFTEL, AND TO ENCOURAGE COMPANY TO ACT UPON ADVICE OF CONSUL. CHEMTEX MOST COMPLIMENTARY OF CONSUL AND APPRECIATIVE OF CONSUL'S PROMPT AND COMPREHENSIVE REPLY TO THEIR TELEX.

2. CHEMTEX INFORMS US THAT, PURSUANTLY, THEY ARE PREPARING MORE COMPLETE DOCUMENTATION TO SUPPORT BID PACKAGE AS WELL AS OTHER "PUBLIC RELATIONS" LITERATURE AS ADVISED REFTEL. THEY PLAN TO HAVE THIS MATERIAL READY TO MAIL BY FRIDAY, MARCH 14 COMPANY ALSO PREPARED TO SEND TEAM BACK TO KARACHI SHORTLY THEREAFTER.

3. COMPANY HAD BEEN UNDER IMPRESSION THAT FCCC HAD
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PREFERRED "SECOND LINE" TECHNOLOGY AND THEREFORE HAD

NOT THOROUGHLY DETAILED "FIRST LINE" OPTION IN ORIGINAL
OR REVISED BID. IN VIEW OF INFO REFTEL, THEY ARE
ATTEMPTING CORRECT THIS. HOWEVER, DO NOT BELIEVE CHEMTEX

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PLANNING SIGNIFICANTLY REDUCE PRICE AT THIS TIME.
THEY FEEL THAT AS "FIRST LINE" BID THEY WILL BE VERY
COMPETITIVE AT ABOUT 21 MILLION DOLLARS. (THEY EXPECT
COMPETITION PRICE RANGE TO BE 14-34 MILLION DOLLARS.)

4. COMPANY HAVING SOME DIFFICULTY DETERMINING WHICH
PAKISTANIS ARE MOST INFLUENTIAL WITH REGARD TO THIS
PROJECT. WOULD APPRECIATE CONSUL'S ASSESSMENT OF

THE KEY OFFICIALS INVOLVED AS WELL AS ANY BACKGROUND
INFO ON PERSONALITIES WHICH MIGHT BE HELPFUL TO CHEMTEX
IN THEIR NEGOTIATIONS.

5. PROBLEM OF REACHING APPROPRIATE OFFICIALS LED INTO
DISCUSSION OF NEED FOR LOCAL "COMMISSIONED" AGENT TO
ACT ON PART CHEMTEX. COMPANY HAS BEEN APPROACHED BY
SEVERAL SUCH PERSONS CLAIMING TO HAVE INFLUENTIAL
CONNECTIONS. ONE OF MOST AGGRESSIVE IS MR. MOHAMED
GASIANI, WHO ALSO CLAIMS TO HAVE INSIDE TRACK ON
SEVERAL OTHER SMALLER NYLON PROJECTS IN PRIVATE SECTOR.
GAZIANI APPARENTLY HAS OFFICE IN KARACHI FOR IMPORT-
EXPORT BUSINESS. WOULD APPRECIATE ANY INFO CONSUL CAN
PROVIDE ON GAZIANI, PARTICULARLY REGARDING HIS
CONNECTION WITH POLYESTER PROJECT. WOULD ALSO
APPRECIATE ADVICE FROM CONSUL AS TO NECESSITY OF LOCAL
AGENT ON THIS PROJECT. IT OCCURS TO US THAT CONSUL'S
SOURCES IN REFTEL MAY BE REFFERRING TO THIS SUBJECT
WHEN SOURCES MENTION NEED FOR "ADDITIONAL PUBLIC
RELATIONS EFFORTS" IN PARA 6.

6. WE EXPECT THERE WILL BE NEED FOR CONSUL TO MAKE
REPRESENTATIONS AT HIGH LEVEL TO ASSURE THAT CHEMTEX
PROPOSAL IS SHORT LISTED, PARTICULARLY SINCE THERE HAS
BEEN APPARENT MISUNDERSTANDINGS BETWEEN CHEMTEX AND
FCCC ON WHETHER PAKISTANIS LOOKING FOR "FIRST LINE" OR
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"SECOND LINE" TECHNOLOGY. WE WILL DISCUSS THIS FURTHER
WITH CHEMTEX AFTER THEY COMPLETE CURRENT REVISION OF
BID. IN MEANTIME, WOULD APPRECIATE CONSUL KEEPING

CLOSE EYE ON THIS PROJECT.
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